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13 MAY 1963

MEMORANDUM FOR THE RECORD

SUBJECT: Visit to the University of Texas

1. On 9 May 1963, in company with [REDACTED] I visited the College of Business Administration at the University of Texas for the purpose of interesting the staff and faculty in the Agency, which in turn might produce some applicants for employment with us. Arrangements were made by Mrs. Jerry Moore, the Placement Officer, who seemed most enthusiastic about coming up with some graduates for us to interview. She had arranged for us to meet with the Dean and Department heads, which we did from 0900 hours to 1000 hours. Those present were:

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Dr. John Arch White, Dean of College of Business Administration
Dr. Burnard Sord, Associate Dean
Dr. Glenn Welsch, Graduate Dean
Dr. Ernest Walker, Chairman, Finance Department
Dr. E. W. Cundiff, Chairman, Marketing Administration
Dr. Edmund Lynch, Chairman, Management Department
Dr. Charles Clark, Chairman, General Business Department
Dr. C. C. Thompson, Chairman, Economics Department
Mrs. Jerry Moore, Placement Officer

2. [REDACTED] and I described the work of the Agency to the degree possible in an unclassified briefing and covered the wide range of possibilities for a business school graduate to fit into our employment scheme. It was more than obvious that these people knew very little about the Agency, regarding it as a "spy organization" and having no concept of where a business school graduate might fit in. They were extremely interested and most courteous. It was my impression that this session was a real eye opener for them. We emphasized that, while we thought Government pay scales would be more nearly comparable to industry in the future, we were not offering a reward in dollars. We emphasized the challenge, the opportunity to make a contribution, and the interesting and exciting nature of our work. We also emphasized the freedom which the Agency has from normal Government rules and regulations, which they obviously regard as being quite bureaucratic.

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3. Dean White was outgoing in his expression of appreciation for the meeting and said he certainly thought this might be a great opportunity for graduates of the College of Business Administration. The only sour note of the whole session was uttered by one of the Department heads (Dr. Cundiff, I believe) who said, "We may as well face the facts, your image on campus since the Bay of Pigs has been bad." I said that I was sure this was true and asked him whether he thought there had been any improvement recently. He responded affirmatively.

4. [REDACTED] and I lunched with Dean White and Dr. Earl Bennett, Chairman of the Accounting Department, who had been unable to attend the morning coffee hour. Mr. Lanier F. Cox, Vice Chancellor of the University of Texas, also joined us for lunch. Our discussion of where their students might fit in the Agency continued, and Mr. Cox was most interested. He, too, thanked us profusely for our visit to and interest in the University.

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[REDACTED]

[REDACTED]

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7. I was most favorably impressed with [REDACTED]. He is a fine Agency representative, and his contacts at the University of Texas are excellent and at a very high level. He not only knew the Placement Officer but the Dean and all the Department heads as well. It was obvious that his rapport with them had been well established.

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Signed

L. K. White
Deputy Director
(Support)

DD/S:LKW:jas

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